WORLD HEALTH e-EXPO

Medical Devices | IVD | MVT | Digital Health | Start-ups

31st Aug - 2nd Sep 2020
Connecting virtually with healthcare ecosystem

CONFERENCE AGENDA

KNOWLEDGE PARTNERS

www.worldhealthexpo.org
# Day 1

**Monday, 31st August, 2020**

<table>
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<tr>
<th>Time</th>
<th>Event</th>
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<tr>
<td>1015 – 1100 Hours</td>
<td><strong>PRE-RECORDED INAUGURAL SESSION</strong></td>
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<td><em>Welcome &amp; Opening Address by</em></td>
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<tr>
<td></td>
<td><strong>Mr. Niranjan Hiranandani</strong></td>
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<td></td>
<td>President, ASSOCHAM</td>
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<td><em>Address by</em></td>
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<td></td>
<td><strong>Mr. Vineet Agrawal</strong></td>
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<td>Senior Vice President, ASSOCHAM</td>
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<td><strong>Mr. Deepak Sood</strong></td>
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<td>Secretary General, ASSOCHAM</td>
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<td><strong>Mr. Rajiv Nath</strong></td>
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<td>Forum Coordinator, AIMED, and, Managing Director</td>
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<td>Hindustan Syringes &amp; Medical Devices Ltd.</td>
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<td><strong>Ms. Veena Kohli</strong></td>
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<td></td>
<td>President, ADMI, and Managing Director</td>
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<td>Vanguard Diagnostics</td>
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<td><strong>Mr. Navneet Bali</strong></td>
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<td>Co-Chair, ASSOCHAM’s National Healthcare Council</td>
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<td><strong>Ms. Upasana Arora</strong></td>
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<td><strong>Mr. Suresh Vazirani</strong></td>
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<td>Managing Director, TransAsia Biomedicalals Ltd.</td>
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Aatmanirbharta: will it be the Panacea of the Pandemic?

The session can focus on
- Innovation
- Availability of local RM/PM
- Manufacturing hubs
- Industry – Academia Interaction
- Regulatory Support
- Implementation of PPO
- Quality Standards
- Availability of Samples

Moderator
Ms. Veena Kohli, President, ADMI, and, MD, Vanguard Diagnostics

1135 – 1145 Hours
Key Note Speech by
Dr. V. G. Somani, Drugs Controller General of India, Central Drugs Standard Control Organization (CDSCO)

1145 – 1152 Hours
Dr. Alka Sharma
Scientist G, Department of Biotechnology

1152 – 1159 Hours
Dr. Jitendar Sharma
Managing Director, Andhra Pradesh MedTech Zone

1159 – 1206 Hours
Dr. (Mrs). Reba Chhabra
Director in-Charge, National Institute of Biologicals

1206 – 1213 Hours
Ms. Sonia Gandhi, Chief Manager – Investment, Biotechnology Industry Research Assistance Council (BIRAC)

1213 – 1220 Hours
Mr. Rajesh Gupta
Director, Department for Promotion of Industry and Internal Trade (DPIIT)

1220 – 1227 Hours
Mr. D. G. Tripathi
Founder Director, Tulip Diagnostics

1227 – 1234 Hours
Mr. Hasmukh Rawal
Managing Director, My Lab Discovery Solution

1234 – 1240 Hours
Mr. Abhinav Thakur
Managing Director, Accurex Biomedical

1240 – 1300 Hours
Q&A

SUPPORTED BY
Day 1  Monday, 31st August, 2020  
Session 2

1400 - 1500 Hours  
AatmaNirbhar Bharat - Reorienting the Policy Roadmap to achieve Self-Sufficiency

The session can focus on

- Concretising the new roles that Departments and Ministries will have, relooking into overlaps or over-regulation.
- Has COVID changed the Policy Landscape: Working together for an AatmaNirbhar Bharat

Moderator

Mr. Gurmeet Singh Chugh, Joint Coordinator, AIMED

1405 – 1412 Hrs.

Mr. Navdeep Rinwa*
Joint Secretary, Department of Pharmaceuticals

1412 – 1419 Hrs.

Ms. Subhrata Prakash*
Director (Industry), NITI Aayog

1419 – 1426 Hrs.

Mr. Rajiv Nath
Managing Director, Hindustan Syringes & Medical Devices Ltd.

1426 – 1433 Hrs.

Mr. Ganesh Sabat
Chief Executive Officer, Shahjanand Medical Technologies Ltd.

1433 – 1440 Hrs.

Ms. Malini Aisola
Head, All India Drug Action Network

1440 – 1447 Hrs.

Ms. Rama Venugopal
Executive Director, Value Added Corporate Services
Joint Coordinator - south India, AIMED

1447 – 1500 Hrs.

Q&A
Day 1  Monday, 31\textsuperscript{st} August, 2020  
Session 3

<table>
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<tr>
<th>1630 - 1730 Hours</th>
<th>Reenergising Domestic MedTech</th>
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<tr>
<td><strong>The session can focus on</strong></td>
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<td>• Free land allotment to new MedTech units for investments exceeding Rs. 25 Crore, PLI Scheme</td>
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<td>• Fiscal benefits for exports</td>
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<td>• Reinitiate R&amp;D benefits</td>
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<td>• Preferential purchase for Make in India goods as per PPO order; Fee support for USFDA, CE Registration &amp; Inspections</td>
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<td>• GST Reduction and Fiscal benefits for exports</td>
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<td>• Simplified Labour Laws</td>
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**Moderator**
Ms. Deepanwita Chattopadhyay  
Chairperson and CEO, IKP Knowledge Park

| 1635 – 1642 Hours | Mr. Ravinder*  
Joint Secretary, Department for Promotion of Industry and Internal Trade (DPIIT) |
| 1642 – 1649 Hours | Mr. Rajneesh Tingal*  
Joint Secretary, Department of Pharmaceuticals (DOP) |
| 1649 – 1656 Hours | Dr. Purnima Sharma, Managing Director  
Biotech Consortium India Ltd. (BCIL) |
| 1649 – 1656 Hours | Mr. Viswaprasad Alva  
Managing Director, Skanray Technologies Pvt. Ltd. |
| 1656 – 1703 Hours | Mr. Suresh Vazirani  
Managing Director, Transasia Biomedicals Ltd |
| 1703 – 1713 Hours | Mr. Raghavendra Goud Vaggu  
General Manager, Biopharma; India & south Asia |
| 1713 – 1730 Hours | Q&A |

**SUPPORTED BY**

**SESSION PARTNERS**
### Day 2  
**Tuesday, 1st September, 2020**

**Session 4**

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<tr>
<th>Time</th>
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<tr>
<td>1100 – 1200 Hrs.</td>
<td>Strategy to Boost Exports: Make In India to Buyers</td>
</tr>
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</table>
| 1105 – 1112 Hours | **Moderator** Mr. Rajiv Chhibber  
Vice President – External Affairs, Shahjanand Technologies Pvt. Ltd. |
| 1112 – 1119 Hours | Mr. Rajesh Agrawal*  
Executive Director, ITPO                                                  |
| 1119 – 1126 Hours | Dr. P.B.N Prasad, Joint Drug Controller  
Central Drugs Standard Control Organisation (CDSCO)                      |
| 1126 – 1133 Hours | Mr. Himanshu Baid  
Managing Director, Polymed Medicure Ltd.                                |
| 1133 – 1140 Hours | Dr. GSK Velu  
Managing Director, Trivitron Healthcare                                   |
| 1140 – 1145 Hours | Mr. Anjum Bilakhia  
Managing Director, Meril Life Sciences                                     |
| 1145 – 1155 Hours | Ms. Akriti Bajaj  
Lead - Healthcare, Invest India                                             |
|               | Q&A                                                                    |

**The session can focus on**
- Efforts to regain Global Advantage
- Short term and long-term strategy to be adopted for the promotion of the MedTech sector,
- The inherent competence and strength of the medical device Sector
- The financial support in the form of fiscal benefits, technological advancements and policy changes are bound to create a strong opportunity for India to build global competitive edge

SUPPORTED BY

[India Trade Promotion Organisation (ITPO)](https://www.iti.gov.in)  
[AIMED](https://www.aimed.com)
Why is India <2% of the Global IVD Market: Identifying the missing links?

The session can focus on
- Technology
- Quality
- Awareness
- Out of Pocket Expenditure/Insurance
- Domestic demand
- Ayushman Bharat
- FDI

Moderator
Ms. Veena Kohli – Moderator
President, ADMI, and, MD, Vanguard Diagnostics

Key Note Speech by
Dr. Vipul Aggrawal, Dy. CEO, Ayushman Bharat,

Dr. Kamini Walia
Scientist ‘F’, Indian Council of Medical Research

Dr. Marco van der Looij
Director – Global Business Development, Diagon Ltd

Mr. Suresh Vazirani
Managing Director, TransAsia Biomedicals

Mr. Brajesh Daga
CFO, India & Neighbouring Markets, Roche Diagnostics

Dr. Arockiaswamy Velumani
Managing Director, Thyrocare

Mr. Sriram Natrajan
Founder Director and CEO, Molbio Diagnostics Pvt. Ltd.

Mr. Abhinav Thakur
Secretary, ADMI, and, Managing Director, Accurex Medicals

Q&A
### The session is a CEO’s Vision to

- Decoding Business Revival Post COVID-19: Shaping the Business Narrative
- What needs to be done for India to develop a larger market to create a medical device ecosystem, especially the need to build critical volume that domestic players can tap onto
- How can India position itself to be a big consumption market with robust sales, comparable prices, and leverage schemes Ayushman Bharat and other state schemes
- How can India focus on being a more attractive manufacturing destination vis-à-vis other countries of choices
- Make India an attractive destination both in terms of revenue and profitability.

### Moderator

**Mr Badhri Iyengar**  
Cluster Managing Director - South Asia (SAARC) & South East Asia (ASEAN), Smith & Nephew

### 1100 – 1200 Hrs.

<table>
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<tr>
<th>Time</th>
<th>Speaker</th>
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| 1105 – 1112 Hrs | **Dr. Vipul Aggrawal**  
Dy. CEO, Ayushman Bharat                                                   |
| 1112 – 1119 Hrs | **Prof. (Dr.) Rajiv Garg**  
Professor of Excellence, Directorate General of Health Services            |
| 1119 – 1126 Hrs | **Dr. Jitendar Sharma**  
Managing Director, Andhra Pradesh MedTech Zone (AMTZ)                      |
| 1126 – 1133 Hrs | **Dr. Girdhar Gyani**  
Secretary General, Association of Healthcare Providers of India (AHPI)     |
| 1133 – 1140 Hrs | **Mr. Rajeev Nandan**  
Co-Chair, ASSOCHAM’s National Healthcare Council                           |
| 1140 – 1145 Hrs | **Mr. Anish Bafna**  
CEO, HealthiumMedtech                                                       |
| 1145 – 1150 Hrs | **Mr. Jaishankar Natrajan**  
Associate Vice President, Godrej & Boyce Mfg. Co. Ltd.                    |
| 1150 – 1200 Hrs | Q&A                                                                     |
## Session 7

### 1400 – 1500 Hours

**Innovation and the Need for Shaping Clinical Development Strategies for New Age Devices**

**The session can focus on**
- Effective Clinical Investigations and Evaluation Strategies in the new Pandemic Era
- Emerging Trends and Disruptive Innovations
- What has gone well for the industry
- Challenges – Current and Future

**Moderator**
**Mr. Navneet Bali**  
Co-Chair, ASSOCHAM's National Healthcare Council

### 1405 – 1412 Hours

**Dr. Chandra Shekhar**  
Scientist & Head - Innovation & Translational Research  
Indian Council of Medical Research

### 1412 – 1419 Hours

**Mr. Vibhav Garg**  
Director-Health Economics & Govt Affairs, Boston Scientific India Pvt Ltd

### 1419 – 1426 Hours

**Mr. Gurmeet Singh Chugh**  
Managing Director, Translumina Therapeutics LLP

### 1426 – 1433 Hours

**Mr. Gaurav Agarwall**  
Director, Innvolution Healthcare Pvt. Ltd.

### 1433 – 1440 Hours

**Mr. Sunil Khurana**  
CEO, BPL Technologies Pvt. Ltd.

### 1440 – 1447 Hours

**Q&A**

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- [AIMED](#)
- [AMT2](#)

**SESSION PARTNER**

- [BPL Medical Technologies](#)
WORLD HEALTH e-EXPO
Medical Devices | IVD | MVT | Digital Health | Start-ups
31st Aug - 2nd Sep 2020
Connecting virtually with healthcare ecosystem

SPEAKERS PROFILE

KNOWLEDGE PARTNERS

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AatmaNirbharta - will it be the Panacea of the Pandemic?

Ms. Veena Kohli  
President/Managing Director  
ADMI/Vanguard Diagnostics

- CEO, Vanguard Diagnostics (P) Ltd.  
- President, ADMI (Association of Diagnostics Manufacturers of India).  
- Chairperson, CLIN LAB India, 2019 & 2020.  
- Convenor, IVD subgroup at the Bureau of Indian Standards (BIS).  
- Technical Representative for IVD from India for the 22nd Asian Harmonization Working Party by Central Drugs Standard Control Organization (CDSCO), Ministry of Health & Family Welfare, GOI. An accomplished, award-winning leader in Medical Diagnostics, she has a proven track record of leading global businesses, setting up companies and nurturing talent into senior management positions. With 30+ years’ experience, she has led global teams encompassing the entire value chain of capabilities - from R&D, Manufacturing, Quality, Supply Chain, to Marketing to Business Management - Domestic & Global.  An alumnus of the All India Institute of Medical Sciences (AIIMS), New Delhi, her professional portfolio includes senior leadership roles, with blue chip organizations like Ranbaxy Laboratories Limited; Ranbaxy Fine Chemicals Limited, RFCL Limited and Avantor Performance Materials (USA) and Vanguard Diagnostics. She is strongly driven by the thought of making India self-reliant in the field of in-vitro Diagnostics. She decided to make her contribution towards this goal, by setting up a modern manufacturing company, in the heart of New Delhi, to develop, manufacture and supply high quality diagnostics tools. Founded Vanguard Diagnostics (P) Limited in February, 2015, in order to contribute to better and affordable healthcare in India. She spearheaded the following achievements by forming a bridge between the Govt. of India and the diagnostics industry:

1. Rationalization of GST rates from 18% to 12% for diagnostics reagents.  
2. Risk based classification of IVD products under the New Medical Devices Rules, 2017.  
3. Formulation of vertical Standards for the first time for diagnostics products while being the convenor of the IVD subgroup at the Bureau of India Standards (BIS).
AatmaNirbharta - will it be the Panacea of the Pandemic?

Dr. Alka Sharma
Scientist G & Adviser
Department of Biotechnology

Dr. Alka Sharma is currently Adviser in the Department of Biotechnology, Ministry of Science & Technology, Government of India. She is dealing with research and policy issues in the emerging areas of medical biotechnology. She has made significant contributions in med-tech innovation with national and international partners; early and late translational research on stem cells & regenerative engineering; setting up bioclusters across the country for innovation driven research and technology development. She has been instrumental in commercialization of indigenous and affordable technologies for a large number of patients in urban/rural settings.

Her efforts have resulted in creation of several start-ups; functional biomedical device prototypes; transfer of technologies; creation of a pool of med-tech innovators. She is actively involved in formulating various legislations in Biotech sector. She is also Nodal Officer for Management of COVID-19 related activities in DBT/BIRAC and also contributing towards AtmaNirbhar Bharat by establishing National Biotech Resource Indigenization Consortium (NBRIC). She has received training at the Department of Microbiology & Infectious Diseases, NIH, USA for the management of extramural programmes. She has received “CSIR Technology Award for Innovation” for her work.
AatmaNirbharta - will it be the Panacea of the Pandemic?

Dr. Jitendar Sharma
Managing Director
Andhra Pradesh MedTech Zone (AMTZ)

Dr Jitendar Sharma is a Healthcare Technologist and specializes in the application of technology and innovations in health products and manufacturing sector. Having started his career at Sri Sathya Sai Institute of Higher Medical Sciences, his experience includes at AIIMS, New Delhi, at The World Bank and WHO headquarters, Geneva Switzerland. In 2012, he has established the Healthcare Technology Division at NHSRC, Ministry of Health, Govt. of India and was the Founder Director of India’s first and only WHO Collaborating Centre for Medical Devices.

As part of his work, he proposed setting up of Asia’s first medical equipment manufacturing zone and is the Founder Managing Director & CEO of Andhra Pradesh MedTech Zone, Visakhapatnam. He also set up Dr APJ Abdul Kalam Institute of Technology- a Government of India funded technology policy institute and National Medical Devices Promotion Council under the Ministry of Commerce, Govt. of India. He is the founder Chairman of Medi-Valley – incubator under Atal Incubation Mission of Niti Aayog and Bio-Valley incubator under Dept. of Bio-Technology, Govt. of India. He is the chairperson of the National Biomedical Skill Council, under the National Skill Development Agency. Dr Sharma has been appointed as a Distinguished Senior Fellow at National Institute for Transforming India (NITI Aayog) which is Government of India’s central policy-making institute.

He is adjunct faculty at University of Adelaide, Australia and supports the World Health Organisation, Headquarters in Geneva as Expert Advisor for medical technology on technical matters. He has authored 2 books and over 20 research papers. He has been a designer and coordinator for several technology-intensive programs in India and teaches courses on technology policy globally. He was awarded the European Union –India Young Leaders Award at European Union Parliament for his distinguished work. Dr Sharma has two PhDs, four masters and seven fellowships and his trainings include those at reputed institutions such as AIIMS- New Delhi, Uppsala Monitoring Centre-Sweden, PMDA-Japan, JBI Institute- Australia and Harvard School of Public Health-USA.
Dr. (Mrs.) Reba Chhabra assumed the charge of Director In-charge, National Institute of Biologicals, Ministry of Health and Family Welfare, Government of India on 15th October 2019, a National Control Laboratory for testing of Biologicals including In-vitro Diagnostics, Vaccines and Bio-pharmaceuticals. She is one of the Founder Members of the Institute and had joined NIB in the year 1994. She is trained in Quality Control evaluation of In-vitro Diagnostics kits and reference panel preparation at Centre for Biologics Evaluation and Research Food & Drugs Administration (CBER/FDA), USA, in concepts and understanding on EQAS at National Serology Reference Laboratory (NSRL), Melbourne Australia and in Lot release testing of HIV RDTs at Paul Ehrlich Institute, Germany. Dr. Chhabra is the pioneer contributor in the field of Quality Control Evaluation of Immunodiagnostic Kits for more than 25 years, resource person for NACO activities relating to conducting HIV EQAS & strengthening Quality Management System. She has more than 25 national/international publications in journals of repute to her credit and jointly inspected with CDSCO the In-vitro Diagnostics manufacturing units in the country.

She is also notified Government Analyst and Medical Device Testing Officer in respect of In-vitro Diagnostics kits for HIV, HCV & HBsAg. These credentials enabled NIB under the leadership of Dr. Chhabra to become WHO Collaborating Centre for Quality Control of HIV, HCV, HBsAg and syphilis In-vitro Diagnostics assays and a Support Cell for WHO Pre-qualification Programme for in vitro diagnostics. Prior to this she has served the organization in various capacities, beginning as Head-Immunodiagnostic kits & Molecular Diagnostic Laboratory (IDK&MDL), followed by Deputy Director (Quality Control) Diagnostics, Vaccines & Training, In-charge Deputy Director (Administration) and Head of Office and coordinating Hemovigilance activities of National Coordinating Center for Hemovigilance Programme of India at NIB.

Under her able guidance, NIB has also been able to initiate various residential training programmes in line with Pradhan Mantri Kaushal Vikas Yojna (PMKVY) like National Skill Development and Hands on Training on Quality Control of Biologicals for Post Graduate Students of Biotechnology, Microbiology and Biochemistry of Universities from the northern hill states, North-Eastern states & tribal regions of the country, and M. Pharm Students from NIPERS & other universities as well as Training of Trainers for Strengthening of Blood Services in collaboration with Blood Cell, National Health Mission (NHM), Ministry of Health and Family Welfare, Government of India for blood bank officials of various states and union territories with the view to strengthen the Blood Banking services in the Country.

AatmaNirbharta - will it be the Panacea of the Pandemic?

Dr. (Mrs.) Reba Chhabra
Director in-Charge
National Institute of Biologicals
AatmaNirbharta - will it be the Panacea of the Pandemic?

Mr. Hasmukh Rawal
Managing Director
My Lab Discovery Solutions

Mr. Hasmukh Rawal, is the Managing Director and Founder of Mylab Discovery Solutions. Hasmukh is a scientist-turned-entrepreneur and holds a postgraduate degree in medical biotechnology.

Hasmukh co-founded Mylab with Mr. Kawade, and has deep experience in the commercial development of applied molecular diagnostics solutions. He drives product development at Mylab to serve market needs with science.
AatmaNirbharta - will it be the Panacea of the Pandemic?

Mr. D. G. Tripathi
Founder Director
Tulip Diagnostics

Currently serving as the President of Tulip Diagnostics (P) Ltd.

An IVD major with PAN India presence having 9 manufacturing plants. Tulip has a foot print over 70 countries and employs over 1500 people.

He has served as a consultant to the Global Fund, Switzerland and served as President of Association of Diagnostic Manufacturers of India (ADMI) for 3 consecutive terms.

He has co-authored scientific papers in national medical journals.
AatmaNirbharta - will it be the Panacea of the Pandemic?

Mr. Abhinav Thakur
Secretary/MD
ADMI/Accurex Biomedicals

Abhinav is a graduate of world renowned University Of California- Davis. He has completed his PGDM from NMIMS University, Mumbai. He is the Managing Director at ACCUREX since 2004.

Due to Abhinav's dedication and passion, the company has grown 4.2 times in revenue and team strenght has increased from 90 to 200 employees since he has been appointed as the Managing Director of the company.

Previously he has worked with California Diabetes Prevention Program in California, U.S.A.

Abhinav is an active member of the Association of India Medical Devices (AIMED) as the Joint Coordinator and for the Association for Diagnostic Manufacturer's Of India (ADMI) he is the Secretary.

He has spoken at various industry forums such as Bombay Chamber of Commerce and Industry, Voice of Healthcare, MIDC Business Conclave & Dun & Bradstreet.
AatmaNirbhar Bharat: Reorienting the Policy Roadmap to achieve Self-Sufficiency

Mr. Navdeep Rinwa
Joint Secretary
Department of Pharmaceuticals

Navdeep Rinwa IAS (Uttar Pradesh 1999) presently Joint Secretary, Department of health and family welfare has been appointed as Joint Secretary, Department of Pharmaceuticals, on lateral shift basis from the date of assumption of charge of the post, for an overall tenure of five years or until further orders.
AatmaNirbhar Bharat: Reorienting the Policy Roadmap to achieve Self-Sufficiency

Mr. Rajiv Nath
Managing Director
Hindustan Syringes & Medical Devices Ltd.

Mr. Rajiv Nath is Managing Director of Hindustan Syringes & Medical Devices Ltd. which is having a turnover of over 600 Crores. He is President of All India Syringes & Needles Mfg. Association (AISNMA). He is also the Founder and Forum Coordinator – Association of Indian Medical Device Industry (AiMeD) with over 350 Members nationwide whereby Medical Device Manufacturers of all types of technologies have been attracted nationwide on one Platform. He was born in 1962 and entered his family business i.e. Hindustan Syringes & Medical Devices Ltd. (HMD) soon after he finished his college in 1984.

Mr. Nath has started from the scratch i.e started his career on the shop floor of HMD to have first-hand technical experience of all the ground realities & learning basic production techniques of Medical Devices Industry. HMD has capacity of manufacturing over 6 Billion Disposables per annum. HMD’s turnover has grown from a mere Rs. 2 crores to over Rs. 600 crores in the year 2017, an impressive growth rate of over 300 times in less than 35 years. Mr. Rajiv Nath has dared to challenge the rules of the market & wrote his own script with respect to syringe design, packaging and presentation. HMD created a niche for their disposable syringe “DISPOVAN” which is today the most popular brand in Syringe market in India with over 60% market share and thereby displaced renowned MNC’s – an inspirational case study for other Indian Entrepreneurs. As Forum Coordinator of AiMeD, Mr. Nath has taken many initiatives of establishing a collaborative framework with various Dept. of the Govt. and Media to bring to their attention issues troubling the industry and attract investments into India in his quest to make India as the Preferred Manufacturing Destination and the leading supplier of Medical Device worldwide. AiMeD is an Umbrella Association of Indian Manufacturers of Medical Devices covering all types of Medical Devices including consumables, disposables, equipment’s instruments, Implants, electronics and diagnostics. With a Primary Membership of over 350 Manufacturers and additionally of over 200 Associate Members representing the interest of over 1200 Manufacturers of Medical Devices to address the manufacturer’s problems. (www.aimedindia.com)

Position held:
Managing Director of Hindustan Syringes & Medical Devices Ltd. (HMD)
President of All India Syringes & Needles Mfg. Association (AISNMA)
Forum Coordinator of Association of Indian Medical Device Industry (AiMeD)
Jt. Coordinator of Indian Medical Device Regulatory Review Group (IMDRRG)
Jt. Coordinator of UdaiMeD (Forum of User – Developer – Academia – Industry – Medical Device Development interface with the Govt.)
Board Member of Kalam Institute of Healthcare Technology
Member National Medical Device Promotion Council
Chairman IPC Committee on Medical Device Standard
Chairman – Technical Committee – ICMED Certification by QCI
Member of Expert Advisory Group (EAG) for Biomedical Device and Technology Development (BDTD) by Dept. of Science & Technology
Member of Medical Devices – Expert Advisory Group to CDSCO for Regulation in India.
He has widely travelled all over World to over 58 Countries and has attended various Meetings of WHO/ICASA/SIGN/ISO/StopTB
Member of ISO / TC 84
Mr. Ganesh P Sabat is the CEO of Sahajanand Medical Technologies Pvt. Ltd. Prior to this appointment, he held other positions with SMT since joining the group in Feb 2010, including Chief Financial Officer with responsibility for finance and accounts department. Mr. Sabat has nearly two decades of experience in corporate strategy and finance. He has cross-cultural as well as global exposure in medical devices, life sciences, chemical and financial services industry.

Mr. Sabat has earned his MBA from the Washington University in Saint Louis, USA and he is also a Company Secretary from Institute of Company Secretaries of India. He is on various Industry-led Committees including CII MedTech Committee, PHD Chambers of Commerce where he plays a stewardship role in creating the vision for India’s MedTech and healthcare system, assisting the government’s vision to achieve India’s Health Goals.
Ms. Deepanwita Chattopadhyay is a postgraduate in Electronics Engineering from the Department of Radio Physics & Electronics, Calcutta University. After brief stints at the Centre for Applied Research in Electronics, IIT, Delhi and the Electrical and Electronics Engineering Department, BITS, Pilani, she joined the telecom advisory practice of ICICI Bank Ltd. in 1994.

As a telecom consultant she advised both government agencies and the private sector on telecom regulation & policy, convergence issues, market forecasts and entry strategies. Her experience with knowledge driven sectors and interest in networking and knowledge management led her to head IKP Knowledge Park, the first professionally managed wet lab Research Park in India.

As Chief Executive Officer of IKP Knowledge Park Deepanwita Chattopadhyay is responsible for creating an innovation and knowledge hub in India and the region. Her current interests are in setting a process for nurturing innovative companies and developing a sustainable innovation cluster.
Re-energising Domestic MedTech

Mr. Ravinder
Jt. Secretary
Department for Promotion of Industry and Internal Trade

Shri Ravinder IAS Joint. Secretary has been appointed as Joint Secretary, Department for Promotion of Industry and Internal Trade, from the date of assumption of charge of the post, for an overall tenure of five years or until further orders.
Dr. Purnima Sharma is the Managing Director of Biotech Consortium India Limited (BCIL), New Delhi. BCIL is a public limited company promoted by the Department of Biotechnology, Ministry of Science and Technology, Government of India and the all India financial institutions for facilitating biotechnology commercialization. The company has been in existence for more than two decades and has made a significant contribution to biotech sector by providing valuable services in areas such as technology evaluation and transfer, IP management, consultancy, biosafety, capacity building and manpower development to the Central and State Governments, academia, research institutions and industry.

Dr. Purnima Sharma is a doctorate in Experimental Medicine from Post Graduate Institute of Medical Education and Research (PGIMER), Chandigarh, the prestigious autonomous institution and deemed Medical University of national importance of the Ministry of Health, Government of India with Post Doctoral experience from IIT, Mumbai, and has to her credit many awards for excellence in academics.

She has more than 25 years of experience in the area of technology evaluation and transfer, management of IPR, project consultancy including DPRs for setting up Incubators and Science Parks, managing start-up ecosystem, public-private partnership funding schemes, entrepreneurship development etc. She has coordinated transfer of more than 50 technologies in various sectors of life sciences. She has also conducted a number of sectoral studies and market research studies on different biotech products.

She is a member of a number of national and state level committees responsible for biotech development and commercialization and also a member of The National Academy of Sciences, India (NASI), the first science academy of the country dedicated towards cultivation and promotion of science & technology in the country.
Mr. Suresh Vazirani is the Chairman and Managing Director of the global Transasia-Erba group. He is an entrepreneur who is building assiduously a global MNC in In-vitro Diagnostics out of India. He is a visionary who pioneered the diagnostics space in India and built Transasia Bio-medicals into India’s leading In-vitro Diagnostic player. What really drives him and gives immense satisfaction is the goal of building a Healthier and Happier world by making high quality diagnostics affordable and accessible to the masses not just in India but emerging markets worldwide. Besides offering ‘Made in India’ diagnostic solutions, the group serves over 100 countries through its 15 global subsidiaries.

Under his leadership, the group continues to work towards sustainable development of the communities it serves not only through its quality products but also various social initiatives.

Mr. Vazirani’s efforts have been commended by various national and international bodies by way of many awards and accolades.
Re-energising Domestic MedTech

Raghavendra Goud Vaggu
General Manager – Cytiva
(Formerly GE Healthcare), India & South Asia

An Alumnus of IIM Calcutta & ISB Hyderabad Researcher from Indian Institute of Science, Bangalore. MSc - Biotechnology – Goa University (DBT Centre for Biotechnology), Goa.

Currently General Manager – Cytiva (Formerly GE Healthcare), India & South Asia. 23 Years of Industry experience in Biotech sector. Started as Application specialist in Promega, USA, held various roles in GE Healthcare. Panel member in BIG BIRAC, on board of few Innovation centers.
Session 3

Strategy to Boost Exports: Make in India to Buyers

Mr. Rajiv Chhibber
Vice President - External Affairs
Shahjanand Technologies

Rajiv Chhibber is a Senior Corporate Affairs, Policy, Communications & Media Strategist with experience across several industries including Pharmaceuticals/Medical Devices, Development Sector (Health, Environment, Climate Change, Energy and Sustainable Development) and Education. Currently Vice-President of External Affairs, Sahajanand Medical Technologies.

Over the last 17 years of my professional career he has been working in organisations where he had the opportunity to work in a varied set of domains starting from a leading Education Institution (Rai Foundation) to two major think-tanks The Energy and Resources Institute (TERI) and Public Health Foundation of India that were essentially policy powerhouses for the Government of India in the realms of Energy, Power, Renewables, Environment, Sustainability and Public Health, to now a leading Indian Medical Device Company that is giving MNCs a global competition in the niche area of Cardiovascular diseases.
Session 3
Strategy to Boost Exports: Make in India to Buyers

Dr. P.B.N Prasad
Joint Drug Controller
Central Drugs Standard Control Organisation (CDSCO)

Three decades of experience in regulatory field starting the career from testing, analysis, method development for analysis of drugs including drafting of monographs for Indian Pharmacopoeia, drugs inspector in CDSCO, as deputy drugs controller India, CDSCO heading south zone, Chennai, Hyderabad zone, West zone monitoring and supervising investigations, inspections, approvals of licenses, noc, coordinating with different government organizations such as Customs, DGFT, Narcotics etc for import and export of drugs, devices and cosmetics and at headquarters, New Delhi before taking the position of joint drugs controller India at CDSCO HQ, New Delhi.

Present responsibilities as JDCI in approval processes of clinical trials for global clinical trial applications; monitoring drug safety division and compensation process for clinical trial subjects; monitoring enforcement division and legal cell at CDSCO HQ, New Delhi.

Member in various technical committees and also subcommittees of dcc

Research publications in Indian and international scientific journals
Himanshu Baid, aged 52 years is the Managing Director of Poly Medicure Limited (POLYMED). He holds a bachelor's degree in Engineering (Electronics and communication). Himanshu worked with Philips Communication Industries as a trainee Engineer for 6 months in Nuremberg, Germany.

He is very passionate about doing business development inside and outside the country and his motto is to provide Medical Devices at an affordable cost to the society.

He started POLYMED in 1995 with his brothers and has over 23 years of experience in manufacturing of disposable medical devices. Himanshu is involved in Corporate strategy, Finance and Sales & Marketing Initiatives at POLYMED.

Under leadership of Himanshu, POLYMED today is:

- **Largest exporter** of consumable Medical Devices for last 8 years from India (Over Rs. 400 crores exports per year to 110+ countries).

- **9 manufacturing plants.** Over **3 Million Devices** manufacturing capacity per day. More than 130+ products.

- Highest number of Medical Devices patents granted – **215+ patents**.

- Over **5000 employees.** 50+ people working in R&D Team.

- Revenue of over **Rs. 700 Crores.**

Himanshu has keen interest in Sports (Cricket & Tennis) and devotes his free time for CSR activities.

**Mr. Himanshu Baid**

Managing Director

Polymed
Strategy to Boost Exports: Make in India to Buyers

Dr. GSK Velu
Managing Director
Trivitron Healthcare

Technocrat, serial entrepreneur, Healthcare industry expert – Dr GSK Velu is all these, and more. More importantly, Dr Velu is a visionary and a man who has his heart in the right place — his chief aim in life is to make healthcare available & affordable to the common man across the nations. A self-made man who lost out on many golden opportunities in life due to circumstances beyond his control, which would have made a lesser human bitter but Dr Velu chose to follow his heart and render yeomen’s service to fellow humans for over 30 years now with dedication, hard work and passion. Dr.Velu has been awarded several recognitions and has been named as “parallel entrepreneur” by Forbes and “first generation serial entrepreneur” by many.

Dr.Velu’s vision, determination and futuristic approach to make healthcare accessible and affordable to one and all made it possible for the tens of thousands of people across the globe to have cost effective access to medical technology, diagnostic services, eye care, dental care, super speciality hospital care and dialysis services.

Chairman & Managing Director, Trivitron Healthcare Group of Companies. Largest Indian Medical Technology Company in the world with over 100 Years of combined manufacturing experience, 9 manufacturing facilities of international standards located in India, Turkey and Finland. A torch bearer of Make in India initiative in the medical devices segment.

Chairman, Neuberg Diagnostics, A Global Pathology brand, operating in India, UAE, Sri Lanka, South Africa. Neuberg actively performs 5000+ varieties of pathological tests, promoting prevention and early diagnosis. With over 2000 professionals, Neuberg conducts testing of over 4 Million Patient Samples & 16 Million Tests Annually.

Mentor & Shareholder, Kauvery Group of Hospitals, Chain of Multi-specialty Hospitals with presence in 6 cities Hospitals & 800+ Beds. Kauvery Hospitals cater to the super speciality healthcare needs of Middle Class and Lower Middle class population across Tamil Nadu including Tier 2 & 3 towns, in line with Dr.Velu’s vision of making Healthcare accessible and affordable to the common man in India.

Founder and Chairman, Maxivision Eye Hospitals, National chain of Eye care super speciality Hospitals. Maxivision is one of the Leading centres for advanced eye care. Pioneers in Lasik surgery in India with World-Class technology.

Founder and Director, Apollo White Dental & Apollo Dialysis. Apollo White Dental is India’s largest chain of Dental Clinics & unique dental spas with 80+ Dental Clinics across the country.

Anchor Investor at Stakeboat Capital, Private Equity Fund and GSK Ventures. Stakeboat is a value oriented, alternative investment firm, focused on small and medium companies in select regions. Total of $200+ million fund, with Healthcare & Technology focused investments in Growth markets

Honorary Consul to the Republic of Estonia in India (Honorary Consul jurisdiction states - Tamil Nadu, Kerala, Andhra Pradesh and Telangana)

Dr.Velu holds several key positions in Trade associations like FICCI, CII, AIMED etc

Dr. GSK Velu
Managing Director
Trivitron Healthcare
Why is India 2% of the Global IVD Market: Identifying the missing links

Ms. Veena Kohli
President/Managing Director
ADMI/Vanguard Diagnostics

- CEO, Vanguard Diagnostics (P) Ltd.
- President, ADMI (Association of Diagnostics Manufacturers of India).
- Chairperson, CLIN LAB India, 2019 & 2020.
- Convenor, IVD subgroup at the Bureau of Indian Standards (BIS).
- Technical Representative for IVD from India for the 22nd Asian Harmonization Working Party by Central Drugs Standard Control Organization (CDSCO), Ministry of Health & Family Welfare, GOI. An accomplished, award-winning leader in Medical Diagnostics, she has a proven track record of leading global businesses, setting up companies and nurturing talent into senior management positions. With 30+ years' experience, she has led global teams encompassing the entire value chain of capabilities - from R&D, Manufacturing, Quality, Supply Chain, to Marketing to Business Management - Domestic & Global. An alumnus of the All India Institute of Medical Sciences (AIIMS), New Delhi, her professional portfolio includes senior leadership roles, with blue chip organizations like Ranbaxy Laboratories Limited; Ranbaxy Fine Chemicals Limited, RFCL Limited and Avantor Performance Materials (USA) and Vanguard Diagnostics. She is strongly driven by the thought of making India self-reliant in the field of in-vitro Diagnostics. She decided to make her contribution towards this goal, by setting up a modern manufacturing company, in the heart of New Delhi, to develop, manufacture and supply high quality diagnostics tools. Founded Vanguard Diagnostics (P) Limited in February, 2015, in order to contribute to better and affordable healthcare in India. She spearheaded the following achievements by forming a bridge between the Govt. of India and the diagnostics industry:

1. Rationalization of GST rates from 18% to 12% for diagnostics reagents.
2. Risk based classification of IVD products under the New Medical Devices Rules, 2017.
3. Formulation of vertical Standards for the first time for diagnostics products while being the convenor of the IVD subgroup at the Bureau of India Standards(BIS).
Why is India 2% of the Global IVD Market: Identifying the missing links

Dr. Vipul Aggarwal
Deputy CEO
Ayushman Bharat

Dr. Vipul Aggarwal is a serving Indian Police Service (IPS) officer of 2001 batch, Gujarat cadre. He is a medical doctor turned cop who is known to be a pragmatic and proactive officer with more than 19 years of work experience behind him. A meritorious student all his life, Dr. Aggarwal was the All India Topper in the Secondary School Examination (Class X). He graduated from the prestigious Maulana Azad Medical College with a gold medal in forensic medicine. At the Sardar Vallabh Bhai National Police Academy (SVPNPA) he was the batch topper and the recipient of the coveted Home Minister’s Revolver and PM’s Baton for “Best All Round Officer Trainee.”

A committed knowledge seeker, Dr. Aggarwal has several diplomas and degrees under his belt. To name a few, he has a Master's Degree in Police Management from Osmania University, a Master's Degree in English Literature, a Master's Degree in Business Administration from IGNOU and is currently pursuing PhD in Human Resource Management from Gujarat University.

As a visionary officer and change driver, Dr. Aggarwal is accustomed to overcoming numerous and seemingly impossible challenges. A dedicated officer with well-earned promotions at prominent government departments, he has contributed immensely to ensure effective policing throughout Gujarat, support community involvement in crime prevention and provide correctional services to the society. He was the Superintendent of Police of Porbandar, Banaskantha and Dahod districts. In his last assignment, he served as the Joint Commissioner of Police (Admin) of Ahmedabad city, a position with immense administrative responsibilities, human resource and finance management. Apart from this, he has also served in Gujarat state health department as MD, NRHM and MD, Gujarat Medical Services Corporation Limited.
Why is India 2% of the Global IVD Market: Identifying the missing links

Dr. Kamini Walia

Scientist F
ICMR

Division of Epidemiology and Communicable Diseases, Indian Council of Medical Research, New Delhi

Dr. Kamini Walia is a microbiologist by training and has subsequently trained in public health from Johns Hopkins. She is working as Senior Scientist in the Division of Epidemiology and Communicable Diseases Division of Indian Council of Medical Research. Dr Walia is currently leading setting up of Antimicrobial Surveillance Network of ICMR and coordinating activities of Antimicrobial Stewardship Program for entire country. This network is now recognized nationally and internationally and has led to development of collaborative programs with Research Council Norway, NIH, USA and CDC, USA.
Why is India 2% of the Global IVD Market: Identifying the missing links

Dr. Marco Van Der Looij
Director - Global Business Development
Diagin Ltd, Hungary

He holds a degree in Biology from Utrecht University, a cum laude PhD degree in cancer genetics from Univ Natural Sciences Budapest and an MBA international marketing from Brunel University London. He built up 20+ years business experience in 45+ countries including strategy partnerships, OEM, and localisation projects in the field of clinical diagnostics in India, Russia, China.

He has been director sales/marketing for 5 years and is currently Director Global Business Development and Board Member at Diagon Ltd. His main experience is clinical haematology, haemostasis and molecular diagnostics.
Why is India 2% of the Global IVD Market: Identifying the missing links

Mr. Suresh Vazirani
Chairman & Managing Director
Transasia Biomedicals Ltd

Mr. Suresh Vazirani is the Chairman and Managing Director of the global Transasia-Erba group. He is an entrepreneur who is building assiduously a global MNC in In-vitro Diagnostics out of India. He is a visionary who pioneered the diagnostics space in India and built Transasia Bio-medicals into India’s leading In-vitro Diagnostic player. What really drives him and gives immense satisfaction is the goal of building a Healthier and Happier world by making high quality diagnostics affordable and accessible to the masses not just in India but emerging markets worldwide. Besides offering 'Made in India' diagnostic solutions, the group serves over 100 countries through its 15 global subsidiaries.

Under his leadership, the group continues to work towards sustainable development of the communities it serves not only through its quality products but also various social initiatives.

Mr. Vazirani’s efforts have been commended by various national and international bodies by way of many awards and accolades.
Why is India 2% of the Global IVD Market: Identifying the missing links

Mr. Brajesh Daga
CFO
Roche Diagnostics

Brajesh Daga is the Head of Finance and Neighbouring Markets in Roche Diagnostics India.

Having joined Roche in 2009 as Finance Controller, Brajesh has taken on larger portfolios including Accounting, Taxation and Procurement to become the organisation’s Head of Finance in 2015. In this Leadership role, Brajesh assumed additional responsibility of managing the IT and Digital Transformation functions as well.

Brajesh marked his foray into a business leadership role, when he took up the added responsibility of Neighbouring Markets covering Bangladesh, Nepal, Sri Lanka and Bhutan for all Roche Diagnostics product lines. A year into this role, he has been instrumental in shaping the Bangladesh business model for sustainable performance in the mid-to-long term.

Brajesh brings to the organisation over 24 years of post-qualification experience across diverse sectors like Healthcare, Retail, Power and Media, in large organisations namely Tata, Aditya Birla, Reliance and Zee network. The past 11 years of Roche for Brajesh has been a journey of building empowered Finance, IT and business teams and winning at least 6 awards. He is also a member of the APAC Finance Leadership Team.

An avid reader and a marathon runner, Brajesh lives in Mumbai with his wife and two daughters.
Why is India 2% of the Global IVD Market: Identifying the missing links

Dr. A. Velumani
CEO
Thyrocare

Born to poor parents, in a small village ANP Pudur, near Coimbatore, TN in 1959, today he owns and operates Thyrocare, an industry leader and a household brand. Began as a mathematician, became a Scientist (With a Ph.D in Thyroid Biochemistry from BARC / Mumbai University), now a celebrated entrepreneur.

Anchored at Navi Mumbai, he has employed 8000 plus freshers. Serves 10,000 cities and towns in 10 countries, his clinical laboratory services Doing 400,000 tests a night.

Dr. A. Velumani proves amply clearly to industry that, “Focus gives Success” and “Frugality gives a Sustainable Success”. He has never borrowed, personally or for his company.

An infectious motivator, he has succeeded in converting educated as employed, graduates as professionals, individuals as entrepreneurs, vendors as partners, family members as wealth creators and by his unique way, transformed intimidating problems into opportunities.

He is hilarious story teller, in English, Tamil, Hindi and Marathi which entertains, educates, empowers and encourages, “Educated to become Entrepreneurs”
Why is India 2% of the Global IVD Market: Identifying the missing links

Mr. Sri Ram Natrajan
Founder Director & CEO
MolBio Diagnostics

4 years of research experience in Delhi University.

36 years of experience in developing, manufacturing and marketing of Diagnostic devices and kits, catering to worldwide markets in both private and public sector.

Founded Tulip group in 1989 and grew it to become the largest IVD reagent company in India and a significant player globally. Successfully exited in Jan. 2017 to Perkin Elmer, USA.

Current Functional responsibilities Director/Chief Executive Officer of Molbio Diagnostics Pvt. Ltd.

Other interests: Director Kallows Engineering Pvt. Ltd.

Director Inventrom Pvt. Ltd.

Director Prognosys Health Care Pvt. Ltd.

Director Eureka Outsourcing Solutions Pvt. Ltd.

Director Core Integra Consulting Services Pvt. Ltd.
Why is India 2% of the Global IVD Market: Identifying the missing links

Mr. Abhinav Thakur
Secretary/MD
ADMI/Accurex Biomedicals

Abhinav is a graduate of world-renowned University of California-Davis. He has completed his PGDM from NMIMS University, Mumbai. He is the Managing Director at ACCUREX since 2004.

Due to Abhinav’s dedication and passion, the company has grown 4.2 times in revenue and team strength has increased from 90 to 200 employees since he has been appointed as the Managing Director of the company.

Previously he has worked with California Diabetes Prevention Program in California, U.S.A.

Abhinav is an active member of the Association of India Medical Devices (AIMED) as the Joint Coordinator and for the Association for Diagnostic Manufacturer’s Of India (ADMI) he is the Secretary.

He has spoken at various industry forums such as Bombay Chamber of Commerce and Industry, Voice of Healthcare, MIDC Business Conclave & Dun & Bradstreet.
The CEOs Perspectives on the Future of MedTech in India

Dr. Vipul Aggarwal
Deputy CEO
Ayushman Bharat

Dr. Vipul Aggarwal is a serving Indian Police Service (IPS) officer of 2001 batch, Gujarat cadre. He is a medical doctor turned cop who is known to be a pragmatic and proactive officer with more than 19 years of work experience behind him. A meritorious student all his life, Dr. Aggarwal was the All India Topper in the Secondary School Examination (Class X). He graduated from the prestigious Maulana Azad Medical College with a gold medal in forensic medicine. At the Sardar Vallabh Bhai National Police Academy (SVPNPA) he was the batch topper and the recipient of the coveted Home Minister’s Revolver and PM’s Baton for “Best All Round Officer Trainee.”

A committed knowledge seeker, Dr. Aggarwal has several diplomas and degrees under his belt. To name a few, he has a Master’s Degree in Police Management from Osmania University, a Master’s Degree in English Literature, a Master's Degree in Business Administration from IGNOU and is currently pursuing PhD in Human Resource Management from Gujarat University.

As a visionary officer and change driver, Dr. Aggarwal is accustomed to overcoming numerous and seemingly impossible challenges. A dedicated officer with well-earned promotions at prominent government departments, he has contributed immensely to ensure effective policing throughout Gujarat, support community involvement in crime prevention and provide correctional services to the society. He was the Superintendent of Police of Porbandar, Banaskantha and Dahod districts. In his last assignment, he served as the Joint Commissioner of Police (Admin) of Ahmedabad city, a position with immense administrative responsibilities, human resource and finance management. Apart from this, he has also served in Gujarat state health department as MD, NRHM and MD, Gujarat Medical Services Corporation Limited.
Dr. Jitendar Sharma is a Healthcare Technologist and specializes in the application of technology and innovations in health products and manufacturing sector. Having started his career at Sri Sathya Sai Institute of Higher Medical Sciences, his experience includes at AIIMS, New Delhi, at The World Bank and WHO headquarters, Geneva Switzerland. In 2012, he has established the Healthcare Technology Division at NHSRC, Ministry of Health, Govt. of India and was the Founder Director of India’s first and only WHO Collaborating Centre for Medical Devices.

As part of his work, he proposed setting up of Asia’s first medical equipment manufacturing zone and is the Founder Managing Director & CEO of Andhra Pradesh MedTech Zone, Visakhapatnam. He also set up Dr APJ Abdul Kalam Institute of Technology- a Government of India funded technology policy institute and National Medical Devices Promotion Council under the Ministry of Commerce, Govt. of India. He is the founder Chairman of Medi-Valley – incubator under Atal Incubation Mission of Niti Aayog and Bio-Valley incubator under Dept. of Bio-Technology, Govt. of India. He is the chairperson of the National Biomedical Skill Council, under the National Skill Development Agency. Dr Sharma has been appointed as a Distinguished Senior Fellow at National Institute for Transforming India (NITI Aayog) which is Government of India’s central policy-making institute.

He is adjunct faculty at University of Adelaide, Australia and supports the World Health Organisation, Headquarters in Geneva as Expert Advisor for medical technology on technical matters. He has authored 2 books and over 20 research papers. He has been a designer and coordinator for several technology-intensive programs in India and teaches courses on technology policy globally. He was awarded the European Union –India Young Leaders Award at European Union Parliament for his distinguished work. Dr Sharma has two PhDs, four masters and seven fellowships and his trainings include those at reputed institutions such as AIIMS- New Delhi, Uppsala Monitoring Centre-Sweden, PMDA-Japan, JBI Institute- Australia and Harvard School of Public Health-USA.
The CEOs Perspectives on the Future of MedTech in India

Dr. Girdhar Gyani
Secretary General
Association of Healthcare Providers of India (AHPI)

Dr. Girdhar J. Gyani is currently the Director General for the Association of Healthcare Providers in India (AHPI). AHPI is a conglomeration of practically all healthcare providers working closely with the key stakeholders i.e. the Government and the Society to realise the Universal Health Coverage. Its mission is to build capacity in Indian health system with focus on patient safety and affordability.

Prior to this, Dr. Gyani was Secretary General of Quality Council of India (2003-2012), an apex national body responsible for establishing and operating national accreditation structure and promoting quality in all walks of life. Dr Gyani introduced a number of measures, integrating quality into regulatory framework in the areas of education, healthcare, environment, industry and public services, which are known to have resulted in to good governance practices. SME World Magazine, in its cover story of June 2012 issue, described him as Quality Man of India.

Dr. Gyani has been instrumental in formulation and operating of National Accreditation Board for Hospitals and Healthcare Providers (NABH), for the first time in the country. He was Principal Coordinator in the development of accreditation standard for hospitals and getting it accredited by International Society for Quality in Health Care (ISQua). Dr Gyani functioned as founder CEO of NABH until July 2012. During this period, about 200 leading hospitals in the country got accredited, providing boost to medical tourism. Dr. Gyani persuaded a number of state governments in improving quality in public health establishments including about 100 district hospitals through capacity building measures. This includes states like Gujarat, Kerala, Tamil Nadu, Karnataka and NCR Delhi. This has resulted in much needed improvement in patient safety indicators in these states.

Dr. Gyani has distinction of serving as elected director on board of International Society for Quality in Healthcare (ISQua) for 4 years from 2009 to 2013. Dr. Gyani is presently the surveyor for ISQua international accreditation program.

Dr. Gyani was nominated member of academic council of Medical Council of India (MCI) during 2012-13, with a view to facilitate objective assessment of medical colleges. Dr Gyani is very widely travelled, which has helped him to assimilate best practices from other countries. He has been popular speaker on Quality in healthcare at large number of the international events.

He is recipient of numerous awards and recognitions including; '16th Lal C. Verman Award' in year 2002 and 'Rotary Centenary Award' in year 2004 for Excellence in the field of Quality. He was bestowed with 'Lifetime achievement award', jointly by DRDO, Vivekananda Yoga University and Foundation for Quality in January 2015, for innovating quality for National Well Being. Consortium of Accredited Hospitals (CAHO) bestowed on him the 'Lifetime Achievement Award' during their annual conclave in March 2016. Healthcare Executive magazine in its January 2015 issue complimented him as 'CHANKYA of Quality'.
The CEOs Perspectives on the Future of MedTech in India

Mr. Jaishankar Natarajan
Associate Vice President
Godrej & Boyce Mfg. Co. Ltd.

Mr. Jaishankar Natarajan is the Assistant Vice President and Head - New Business Development of Godrej Appliances, a flagship division of Godrej & Boyce Mfg. Co. Ltd.

Mr. Natarajan has an experience of over 2 1/2 decades in Godrej and the appliance industry, including a brief stint of 8 years in a Joint Venture collaboration of Godrej with GE Appliances.

He has worked across functions within Godrej Appliances, having had stints in Contract Management, Strategic sourcing, Setting up vendor base for Green field projects, Heading New Product development initially focusing on brown goods and thereafter focusing primarily on setting up external collaborative Innovation networks with Academia, Startup firms, Incubation firms & Application development firms to build a pool of “Innovative Ideas” for the organization.

In his current role he is tasked to evaluate new business opportunities in the Adjacent spaces, prepare a robust entry business case, germinate and scale up spotted opportunities.

Currently his energies are focused on expanding portfolio and scaling up Innovative Cold chain solutions to the Health care industry and bringing to market innovative energy saving beverage cooling solutions for the Commercial sector.

Jaishankar is a BE Mechanical graduate and Masters in Administrative Management. He has also completed his APICS CPIM certification (Virginia US).
Innovation and the Need for Shaping Clinical Development Strategies for New Age Devices

Mr. Navneet Bali
Co-Chair
ASSOCHAM's National Healthcare Council

He has completed his Masters in Finance from NIFM and B.Sc. from JNU. He has also done his Financial cum Administrative Management course for the Navy and a Special course on Strategic Financial Management, Inventory Control and Working Capital Management from Edinburgh Business School, Scotland.

Prior to joining NH, he was associated with IOSPL (Cancer Therapy Centers) as Group COO and Head of Business. He also worked with Rockland Hospitals as Unit Director. Before venturing into the Healthcare Industry, he served the Indian Navy for almost 30 years.

In his current role at NH, he is responsible for overall strategic planning, operations management, service excellence and business development of the Northern Region.
Innovation and the Need for Shaping Clinical Development Strategies for New Age Devices

Mr. Vibhav Garg
Director-Health Economics & Govt Affairs
Boston Scientific India Pvt Ltd

Mr. Vibhav Garg serves as the Director-Govt Affairs Strategy for India, India HUB & ASEAN and Head-Govt Business, India & India HUB for Boston Scientific. He has extensive global experience of over 19 years in the areas of Policy Advocacy, Brand Management, Regulatory & Compliance, Public Affairs, Corporate Communications, Crisis Management and has been engaging with state and federal government of India, South Asian, South East Asian and other developing countries for various strategic healthcare initiatives and policy discussions with concerned stakeholders.

Prior to rejoining Boston Scientific, Vibhav held various strategic positions with US & India headquartered organizations like GE Healthcare as Vice President-Health Policy & Govt Affairs, Boston Scientific India as Associate Director-Health Economics & Govt Affairs; Confederation of India Industry, the apex industry body in India, as Head of Life Sciences & Healthcare; Mascon Global Limited, a boutique management and IT consulting organization, spearheaded their healthcare and life sciences initiatives in India and US as well; and Brainwave Biosolutions Ltd where he lead the life sciences and healthcare practice of the organization. Most recently he was associated with Indian Pharmaceutical Alliance, the pharma trade association, as Associate Secretary General.

He is a pharmacy graduate from GJU, Hissar followed by Master of Engineering in Biotechnology from BITS, Pilani and Advanced Diploma in Business Administration from All India Management Association. He is currently pursuing Doctorate in Business Administration & General Management with specialization in Health Policy/Economics. His thoughts, views and research have been published in various peer reviewed journals and magazines and he has delivered many national and international invited lectures. Vibhav is currently Industry Co-Chair in Asian Harmonization Working party (AHWP) representing Indian Medical Device Industry and also chairing the Medical Equipment Subgroup of CII (Confederation of Indian Industry), in addition to being Co-Chair of FICCI Medical Device Policy Committee and Lead for UHC working group of APACMed India CoE. He was also the Vice Chair of AdvaMed (Advanced Medical Technology Association) in India and currently heads multiple other committees in trade associations like CII, FICCI, AmCham and other industry associations. He has also been advising various departments in different ministries of Government of India like Department of IT, Health, and Biotechnology in various capacities.
Innovation and the Need for Shaping Clinical Development Strategies for New Age Devices

Mr. Gaurav Agarwal
Director
Innvolution Healthcare Pvt. Ltd.

Gaurav Agarwal is a healthpreneur, angel investor, mentor, and public speaker, based out of Bengaluru.

Effective and passionate business leader, with over 25 years of global experience in the Healthcare industry. Deep knowledge of Indian and Asian market,

MBA from one of the most premier Management institute of India, IIM Kozhikode, strong history of incubating and scaling up start-ups.

# Co founder of Innvolution Healthcare Pvt Ltd - Rated among Top Ten Medtech Start-ups in India

# Co Founder of IITPL - Winner of DoP " Medical Device Company of the Year" Award, Good Design Award, CII Top 25 Innovative Companies Award, Red Dot Award and CII Industrial Design Excellence Award
Innovation and the Need for Shaping Clinical Development Strategies for New Age Devices

Mr. Sunil Khurana
Chairman and Managing Director
BPL Technologies Pvt. Ltd

Sunil currently serves as the CEO and Managing Director of BPL Medical Technologies Private Ltd. and Penlon Ltd. He is a veteran business leader with 30 years of domain expertise in the medical devices sector.

Prior to BPL Medical, he worked with Bharti Infratel, provider of telecom tower infrastructure, where he was the Chief Operating Officer and a member of the Core Executive Council.

Prior to Bharti Infratel, Sunil spent close to three decades with the GE Group with their medical devices business in various capacities, including his last assignment as Director for Computed Tomography (CT) and VP of Services for South Asia, where he led the P&L for the India region (India, Bangladesh, Sri Lanka and Nepal).

Sunil is an electrical engineering graduate from NIT Warangal and has attended several leadership programs at Crotonville US during his service with GE group.